

*I Mina'trentai Sais Na Liheslaturan Guåhan*  
**BILL STATUS**

BILL NO.	SPONSOR	TITLE	DATE INTRODUCED	DATE REFERRED	CMTE REFERRED	PUBLIC HEARING DATE	DATE COMMITTEE REPORT FILED	FISCAL NOTES	NOTES
<b>170-36 (LS)</b>	Frank Blas Jr. Joe S. San Agustin V. Anthony Ada	AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.	8/5/21 12:19 p.m.						

***I MINA 'TRENTAI SAIS NA LIHESLATURAN GUÅHAN***  
**2021 (FIRST) Regular Session**

**Bill No. 170-36 (LS)**

Introduced by:

Frank Blas Jr. *fb*  
Joe S. San Agustin *JS*  
V. Anthony Ada *VA*

**AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.**

1 **BE IT ENACTED BY THE PEOPLE OF GUAM:**

2 **Section 1. Legislative Intent**

3 The Legislature recognizes that Guam Unique Merchandise and Art (GUMA)  
4 is a 501(c)3 nonprofit organization that has been mentoring and incubating aspiring  
5 local artists and cultural entrepreneurs since 2013 - transforming their Guam centric  
6 ideas into self-sustainable businesses.

7 GUMA developed a 16-week training program, mentoring Guam's  
8 entrepreneurs in marketing and branding, legal and accounting requirements,  
9 operations, and a host of other areas crucial to operating a successful business. Upon  
10 graduation, participants receive a certificate of completion and will have developed

1 a complete business plan centered on their product or service. Over 220 individuals  
2 have graduated from the Entrepreneurial Training Program since 2014.

3 Graduates are then eligible to apply for GUMA's Incubator Program which  
4 provides equipment, supplies and operational support for their business startups.  
5 Applicants submit their needs and present to a "Shark Tank" comprised of bankers,  
6 lawyers, retailers, accountants, and experienced business owners. Grants are  
7 awarded based on the potential of their business plans and available funds. Awardees  
8 are provided mentoring for a two-year incubation period and must maintain a  
9 minimum of two (2) employees. 28 new small businesses have been incubated  
10 through the GUMA since 2015 generating \$1.7 million in gross revenues and have  
11 created 87 new jobs (pre-pandemic estimates). There are currently 22 new  
12 applications for incubator support.

13 In 2020 GUMA was awarded a three-year grant to expand its training program  
14 into Guam's 19 Villages specifically for Home-Based Business entrepreneurs with  
15 a grassroots approach. In partnership with the Mayor's Council of Guam (MCOG),  
16 GUMA is currently developing a hybrid training program for the villages to train  
17 "cottage entrepreneurs" and encourage village commerce. The program also  
18 features the development of Village Directories of Services and Village Trade Fairs  
19 to help market and network the home-based businesses. The pilot program will be  
20 launched in the village of Dededo in the fourth quarter of 2021 and will be extended  
21 throughout the remaining 18 villages through 2023. A minimum of 114 home-based  
22 businesses can be created or expanded through this program. GUMA is seeking  
23 funds to help incubate graduates of this program with start-up support through a  
24 competitive process.

25 The Legislature finds that GUMA has proven itself as a sound and successful  
26 program that will help to create viable and lasting businesses that will help towards  
27 economic expansion and diversity in Guam.

1           It is therefore the intent of the Legislature to provide financial assistance to  
2 GUMA to help in maximizing their program and provide start-up businesses with  
3 the support they may need to achieve success.

4           **Section 2. Appropriation to Guam Unique Merchandise and Art**  
5           **(GUMA)**

6           The sum of Two Hundred Fifty Thousand Dollars (\$250,000) from the  
7 revenues received pursuant to 11 GCA Chapter 42, Earned Income Tax Credit  
8 available for Fiscal Year 2021 is hereby appropriated to Guam Unique Merchandise  
9 and Art (GUMA) for the purpose of helping to incubate graduates of their business  
10 program with start-up support through a competitive process. The appropriation in  
11 this Section shall not lapse and shall continue until fully expended. Said  
12 appropriation shall not preclude GUMA from receiving other aid or grants to pursue  
13 the aims of this Act.

14 **Section 3. Effective Date.** This Act shall be effective immediately upon  
15 enactment.